

**Fox Valley Golf Club  
Board of Directors Meeting Minutes  
Monday July 30, 2018 7:15pm at the Club**

**Present:** Mike Zimmer, Josh Hounsell, Brandon Warman, Dan Haak, Bob Zarter, Scott Bushman, Rich Scott, Jason Haack, Jeremy Wilkinson, Ed Bekx

**Excused:** Jon Wittmann, Cindy Roberts

**Absent:** None

**Minutes:** Minutes of the June 25, 2018 board meeting were approved.

**Correspondence:** The suggestions from the suggestion box were read and sent to the appropriate committees

**Treasurer Report:** The written treasurer report was e-mailed to all board members.

Fox Valley Golf Club  
Treasurer's Report  
July 30, 2018

From: Rich Scott  
Treasurer

The treasurer's report is for the first eight months of fiscal 2018 which are November through June of 2018.

**Executive Summary:**

Total net income for 2018 when compared to 2017 is about \$41,600 ahead of last year. The issue is that there was not an inventory taken in the pro shop on June 30, 2017 which I believe is higher than the \$6,000 that is currently showing on the balance sheet. As you can see we have inventory of \$27,400 on June 30, 2018 so there is a about a \$21,000 difference there and that means we are probably about \$20,000 ahead in net income for 2018 when compared to 2017.

Total dues revenue for 2018 when compared to the same date for 2017 is about \$23,500 ahead of last year at this time.

Bar and dining total revenue is down \$18,500 when compared to last year at this time.

Green Fees are up down from last year at this time about \$1,200, and cart rental is down about \$12,800. Our pro shop sales are about equal to last year.

Total overall cost of goods sold is down about \$25,600 however \$21,000 of that is timing on the inventory issue mentioned above so really cost of goods sold is really only down about \$4,000. Total expenses are down this year by about \$23,700. The biggest reason is the battery costs we had in 2017 that we expensed.

Estimated projection of where the club will end up at the end of 2018 is that we will be at a breakeven for the year once we get the tee box project rolling. I hope that July and August will continue to show improvements over last year.

### **Detailed Report:**

We had total dues revenue in 2017 of approximately \$502,700. This year total dues revenue so far is about \$526,200. Which is an increase of about \$23,500. I do not have final membership numbers yet, as we were receiving payments for new members in June, as well as still adding members late into June. We will finalize membership numbers in the July results Treasurer's Report in August.

The membership marketing group has been working on additional ways to bring in new members and revenue to the club. Their ideas and efforts will be continuing throughout the year to increase the membership of the club. I would like to thank those members for their efforts as we continue to move the club forward financially in 2018.

Comparing 2018 to 2017 through the first eight months of our fiscal year, our net income when compared to last year at this time is about \$41,600 ahead of last year. However, the biggest impact is that the pro shop had not taken a physical inventory at June 30, 2017. The current inventory on our books shows that we have about \$27,400. Last year we only showed about \$6,000 of inventory in the pro shop at this time. Therefore we would be slightly ahead of last year at this time when compared to last year. Our total gross revenue currently is down from last year by \$10,900.

The bar area has produced a profit for the first eight months of about \$13,000. Last year the bar area had a profit of about \$24,800 at this time, so we are down in profit around \$11,800. In the dining area, we have a loss of about \$31,000 in 2018 versus a loss in 2017 of \$29,700. We are basically running very similar to last year in the dining area. Our cost of food as a percentage of sales is running about 1% higher than last year at 61%. We would like to be closer to 50%.

Course costs for the first eight months of 2018 are up about \$2,600 over last year. The course area though is still running normally though and I have no concerns in that area. In the pro shop area we are up about \$30,300 in net income from last year. The bulk of that has to do with there not being a physical inventory done on the pro shop merchandise on June 30, 2017 when making the comparison. Pro shop merchandise sales are almost identical to last year at this time.

In the administration area of the club we are running about \$4,700 higher than last year on our normal expenses.

Our line of credit at June 30, 2017 was zero and we had cash of \$120,000. This year as of June 30, 2018 we were at zero on the line and had cash of \$136,700. Our mortgage debt is down over last year by \$70,100. We had a decrease in member notes as well of another \$39,600. Therefore our long term debt is at about \$431,000 at this time which is down about \$109,000 from last year.

### **Summary:**

June 30, 2018 is a very good indicator of where the club will end up for the fiscal 2018 year. We are eight months into the year now and have a pretty good idea of where we will be as far as dues and established club revenue.

I have looked at the loss we normally have over the last four months of the year and using the last four months of fiscal 2017 as a guide we usually lose between now and the end of our fiscal year anywhere from \$100,000 to \$120,000. I am hoping we can keep that to the low end of the range and end up with a net income of \$15,000 to \$20,000.

From a cash flow standpoint, we will be in a positive position as we will pay down debt in the \$90,000 to \$100,000 range for the year before we take on additional debt for the tee box project of \$150,000 is what I have budgeted. However, as we move forward during the next four months we can continue to do better than expected if we continue to attract new members, increase bar and dining revenue, and increase play from outside of the current membership. We are going to need to look at our expenses closely the rest of the year and also as we start budgeting for 2018 with regard to pricing for dues and expenses.

Thanks again to all those who have done so much for the club and will continue to do so.

The board discussed playability during the construction of the tee boxes. It was decided to start the fall promotional deal beginning August 1<sup>st</sup>. Also guest fees will be reduced during the construction. Guests will pay \$20.00 for 18 holes walking and \$40.00 for 18 holes with a cart.

**Greens and Grounds:** Scott Bushman reported that the equipment for the tee box project is arriving. The board was updated on the project and discussion regarding the project occurred. The board will keep the membership updated as the project continues. Scott has updated and changed the sprinkler heads in front of all the tees in preparation of the project. Certain trees will be removed as well.

Scott informed the board that the pump house will need some maintenance soon. Some pumps might need replacement and the computerized watering system will have to be upgraded. This project will be discussed after the tee box project is completed.

Mike Zimmer informed the board that monies have come in for the Wow Factor beautification of the tees on holes one and ten.

**Golf Activities Committee:** There are some changes in the schedule for the remainder of the year. The He-She scramble sign-up is going well. A band will be performing in the evening

of the scramble. The board wishes to thank the Eimmerman family for donating monies to be used for the event.

**Building Committee:** Josh Hounsell reported that the parking lot and range lights were updated to LED lights. It is much brighter and more efficient. The board wishes to thank Greg Versteegen for all his help with the project.

**Business Development and Marketing Committee Report:** Jason Haack is beginning to assume the responsibilities of the job. During the off season the committee will begin work on getting the Fox more exposure in the DePere, Green Bay and north Appleton areas.

**Policy, Bylaws and Member Service Committee:** None

**Personnel:** None

**Old Business:** None

**New Business:** None

**Next Meeting:** The next board meeting is scheduled for Monday September 10, 2018 at 7:15pm at the club.

**Adjourn:** Motion by Hounsell with a second by Haak. M/C

**Executive Session:** Requested

Respectfully Submitted:  
Edward Bekx  
Secretary to the Board